

#### Wine:

#### Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during October, 2004. The denominator represents the total number of TEU shipped, b carriers, throughout the 2004 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, October, 2004.

#### Market Share-October:

Each carrier's current market share is based on the number of containers shipped during October, 2004. Source: PIERS, October, 2004.

#### Market Share-CY 2004:

Each carrier's market share is based on the total number of containers shipped throughout the 2004 calendar year. Source: PIERS, 2004.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line", "The Shipping Guide on the Web", and individual shipping line websites.

#### Ocean Rates:

Ocean rates are applicable for December 31, 2004. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the Descartes on-line rate tariff, PLUS Tariff retrieval systems, extariff rate retrieval system, and individual shipping line websites.

#### Container Rate:

Container rates for Wine are quoted on full 40-foot dry or refrigerated containers depending on the demand for the shipments moving that quarter.

#### **Definitions:**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

TEU = 20-foot Equivalent Unit (20-foot container).

Data was compiled and analyzed by Ron Hagen, April Taylor, and Camia Lane of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Taylor on (202) 690-1326, or Lane on (202) 690-1304 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: December 31, 2004 Page 1 of 13

L.A./L.B./Oakland Ports To Antwerp, Belgium

Wine

Monthly Market Share For: October 2004

Month\Year: 104.8 \ 1,522.3

	,	Market	Transit					Surcha	rges:			
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	Container Rate
Star Shipping	31%	17%	28									
Hapag-Lloyd	28%	25%	23	\$575	\$630	\$40	7%	\$500	\$1900		15 KT	\$12,299
NYK Line	16%	6%	23	\$575	\$630	\$40	7%	\$500	\$1900		15 KT	\$12,299
Mexican Line	14%	11%	11	\$4,400 <sup>1</sup>								\$4,400
P&O Nedlloyd	11%	27%	23	\$575	\$630	\$40	7%	\$375			15 KT	\$10,274
Lykes Lines	1%	0%	25									
Evergreen	0%	9%	26									
OOCL	0%	4%	21	\$575	\$630	\$40	7%	\$500	\$1900		15 KT	\$12,299
										~		<b>040 047</b>

Average Container Rate \$10,347

Issue Date: December 31, 2004

Page 2 of 13

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Bangkok, Thailand

Wine

Monthly Market Share For: October 2004

Month\Year: 8.1 \ 44.2

		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	74%	68%	17									
OOCL	13%	5%	20	\$1,650	\$275	\$40						\$1,965
NYK Line	12%	9%	29									
P&O Nedlloyd	0%	11%	22									

Average Container Rate \$1,965

Issue Date: December 31, 2004

Page 3 of 13

L.A./L.B./Oakland Ports To Busan, South Korea

Wine

Monthly Market Share For: October 2004

Month\Year: 63.5 \ 14.7

Wiener (Tear. Gold ( Tim		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	63%	15%	9									
MOL	37%	7%	13									
APL	0%	54%	10	\$3,334 <sup>23</sup>	\$220	\$40						\$3,594
Maersk-SeaLand	0%	20%	12	\$725 <sup>23</sup>	\$220	\$40						\$985

Average Container Rate

Issue Date: December 31, 2004 Page 4 of 13

<sup>23</sup> Rate is based on a 20 foot container, not a 40 foot container.

L.A./L.B./Oakland Ports To Felixstowe, UK

Wine

Monthly Market Share For: October 2004

Month\Year: 40.0 \ 898.4

Wienth (1 car. 1010		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	60%	76%	9									
Yang Ming	40%	23%										

Average Container Rate

Issue Date: December 31, 2004

L.A./L.B./Oakland Ports To Hong Kong

Wine

Monthly Market Share For: October 2004

Month\Year: 19.1 \ 195.1

Within Viet. 10.1 V	100.1	Market	Transit				Surcha	ırges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	32%	18%	12	\$208 <sup>22</sup>	\$14 <sup>16</sup>	\$40					19 KT	\$4,258
K Line	31%	22%	13	\$1,247	\$192	\$40						\$1,497
Yang Ming	26%	12%	16									
P&O Nedlloyd	10%	24%	12	\$1,800	\$275	\$40						\$2,115
Hanjin	0%	6%	11									
cosco	0%	6%	16									
MOL	0%	6%	15									
OOCL	0%	4%	12	\$1,285 <sup>23</sup>	\$220	\$40						\$1,545
									$\boldsymbol{A}$	verage Con	tainer Rate	\$2,799

<sup>16</sup> Rate is calculated per KT not by container.

Issue Date: December 31, 2004 Page 6 of 13

<sup>22</sup> Rate is for refrigerated shipment, not dry shipment.

<sup>23</sup> Rate is based on a 20 foot container, not a 40 foot container.

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Wine

Monthly Market Share For: October 2004

Month\Year: 20.6 \ 200.2

		Market	Transit				Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
K Line	68%	67%	13	\$1,750 <sup>21</sup>	\$140	\$40						\$1,930
Yang Ming	27%	13%	13									
NYK Line	5%	8%	11									
OOCL	0%	1%	13									
Maersk-SeaLand	0%	5%	21	\$650	\$220	\$40						\$910
									4	wanaaa Canta	in an Data	¢1 030

Average Container Rate \$1,930

Issue Date: December 31, 2004 Page 7 of 13

<sup>21</sup> Rate is for a dry shipment, not a refrigerated shipment.

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Wine

Monthly Market Share For: October 2004

Month\Year: 15.0 \ 62.6

THE TOTAL CONT.	<b>55</b>	Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>B</b> AF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	67%	78%	19									
MOL	33%	13%	28									
Hapag-Lloyd	0%	3%	21	\$2,100	\$275	\$40						\$2,415

Average Container Rate

Issue Date: December 31, 2004

L.A./L.B./Oakland Ports To Rotterdam, Netherlands

Wine

Monthly Market Share For: October 2004

Month\Year: 284.0 \ 3.125.1

Wienth (Tear. 201.0 (	0,120.1	Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	44%	29%	28	\$575 <sup>16</sup>	\$630 <sup>1</sup>	\$40	7%	\$500					\$10,399
Mexican Line	20%	5%	14	\$4,400									\$4,400
P&O Nedlloyd	16%	31%	27	\$575 <sup>16</sup>	\$630 <sup>1</sup>	\$40	7%	\$375				15 KT	\$10,274
Star Shipping	12%	8%	29										
NYK Line	7%	2%	26	\$575 <sup>16</sup>	\$630 <sup>1</sup>	\$40	7%	\$500					\$10,399
Evergreen	1%	4%	30	\$2,000 21									\$2,000
Hanjin	0%	13%	12										
Maersk-SeaLand	0%	4%	21	\$575 <sup>16</sup>	\$630 <sup>1</sup>	\$40	7%	\$500					\$10,399

Average Container Rate \$8,917

Issue Date: December 31, 2004 Page 9 of 13

<sup>1</sup> Rate is per container

<sup>16</sup> Rate is calculated per KT not by container.

<sup>21</sup> Rate is for a dry shipment, not a refrigerated shipment.

L.A./L.B./Oakland Ports To Singapore

Wine

Monthly Market Share For: October 2004

Month\\	Vear.	1391	125 0

Wionth (1 cur. 10.0 (	.20.0	Market	Transit				Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>B</b> AF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
OOCL	36%	26%	16									
Hapag-Lloyd	21%	26%	17	\$1,880	\$275	\$40						\$2,195
P&O Nedlloyd	14%	27%	17									
K Line	14%	7%	19									
Lloyd Trestino	14%	2%	23									
Yang Ming	0%	6%	21									

Average Container Rate \$2,195

Issue Date: December 31, 2004

Page 10 of 13

L.A./L.B./Oakland Ports To Sydney, Australia

Wine

Monthly Market Share For: October 2004

Month\Year: 12.0 \ 58.2

10101111/1 car. 12.0 (00.2	-	Market	Transit					Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Australia New Zealand	100%	90%	29	\$3,800									\$3,800
OOCL	0%	7%	31	\$2,300	\$76	\$40	6%		\$580				\$3,134
										A	lverage Conta	iner Rate	\$3,800

Issue Date: December 31, 2004

Page 11 of 13

L.A./L.B./Oakland Ports To Tokyo, Japan

Wine

Monthly Market Share For: October 2004

Month\Year: 86.0 \ 1.665.0

Wollin Teal. 60.0 \ T	,005.0	Market	Transit				Surch	arges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CA	F THC	CFS Rec	ARB	Cotton R.	Size	Container Rate
K Line	29%	15%	8	\$2,900 <sup>23</sup>	\$112	\$40						\$3,052
Hanjin	27%	17%	9									
OOCL	17%	24%	9	\$1,035 <sup>23</sup>	\$220	\$40						\$1,295
Hyundai	9%	7%	12									
NYK Line	8%	7%	9	\$1,250	\$275							\$1,525
P&O Nedlloyd	5%	13%	8									
Yang Ming	2%	0%	10									
Maersk-SeaLand	1%	1%	12	\$725	\$275	\$40						\$1,040
MOL	1%	0%	11									
Evergreen	0%	9%	19									
Hapag-Lloyd	0%	4%	9	\$193 <sup>22</sup>	\$14	\$40 499	%				21 KT	\$6,373
									$\boldsymbol{A}$	verage Conta	iner Rate	\$2,238

<sup>22</sup> Rate is for refrigerated shipment, not dry shipment.

Issue Date: December 31, 2004

Page 12 of 13

<sup>23</sup> Rate is based on a 20 foot container, not a 40 foot container.

LA/LB/Oakland ports To Thamesport, UK

Wine

Monthly Market Share For: October 2004

Month\Year: 1.341.6 \ 10.056.7

month car. 1,01110		Market st Share	Transit Time in Days		Surcharges:								
Carrier	Market Share			Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Mexican Line	61%	31%	17	\$4,400 <sup>1</sup>									\$4,400
Hapag-Lloyd	23%	40%	25	\$558 <sup>16</sup>	\$630 <sup>1</sup>	\$40	7%	\$500				15 KT	\$10,126
P&O Nedlloyd	11%	23%	24	\$558 <sup>16</sup>	\$630 <sup>1</sup>	\$40	7%	\$375				15 KT	\$10,001
NYK Line	5%	5%	22	\$558 <sup>16</sup>	\$630 <sup>1</sup>		7%	\$500				15 KT	\$10,086
Evergreen	0%	1%	29										

Average Container Rate \$6,631

Issue Date: December 31, 2004

Page 13 of 13

<sup>1</sup> Rate is per container

<sup>16</sup> Rate is calculated per KT not by container.